Apex body of the Indian Automotive Component Industry

VISION & SERVICES
FUNCTIONS

Apex body of Indian Automotive Component Industry

Government interface  Trade Promotion  Process Intervention Through ACT  Industry Statistics

Vital Catalyst for Industrial Development
VISION

To enable the advancement of Indian Auto Component Industry to a position of eminence in the global market place and leverage India’s emergence as the world’s preferred supplier of auto components

MISSION: Make in India for the world

- To play a **catalyst role** in enhancing growth & evolution of the Indian Auto Component
- To develop innovative solutions for **creating resilient and robust business models** for auto component suppliers
- To continuously **advocate** for development of **policies** favorable to the Indian auto component industry at both national & international levels
- To **promote** ‘Made in India’ brand for auto components
- To **nucleate R&D** orientation and efforts for generation of Indian IPs
- To foster **development of a skilled work-force** through innovative capacity & capability building measures for sustaining current & future requirements
- To create an environment of **responsible corporate culture & behavior** among member organizations
## ACMA & Its Services

<table>
<thead>
<tr>
<th>Service</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business Development</td>
</tr>
<tr>
<td>Technical Services</td>
</tr>
<tr>
<td>Public Policy &amp; Government Affairs</td>
</tr>
<tr>
<td>Automotive Industry Knowledge</td>
</tr>
<tr>
<td>Information &amp; Research</td>
</tr>
<tr>
<td>Image/Brand Building</td>
</tr>
</tbody>
</table>
BUSINESS DEVELOPMENT SERVICES

- International Business Development
  - Domestic Business Development
  - Awards
Market Access Initiatives (MAI) Scheme of Department of Commerce, Govt. of India is an Export Promotion Scheme envisaged to act as a catalyst to promote India’s export on a sustained basis.

The scheme is formulated on focus product-focus country approach to evolve specific market and specific product through market studies/survey.
<table>
<thead>
<tr>
<th>Date</th>
<th>Name Of Event</th>
<th>Venue</th>
</tr>
</thead>
<tbody>
<tr>
<td>11-13 Oct. 17</td>
<td>iAutoConnect 2017: Reverse Buyers Sellers Meet</td>
<td>Gurgaon</td>
</tr>
<tr>
<td>22 Oct.-27 Oct. 17</td>
<td>Business Match Making Expo in Argentina &amp; Mexico</td>
<td>Argentina &amp; Mexico</td>
</tr>
<tr>
<td>31 Oct.-2 Nov. 17</td>
<td>AAPEX Show</td>
<td>Las Vegas, USA</td>
</tr>
<tr>
<td>10-12 Nov. 17</td>
<td>CEO’s Mission to Iran</td>
<td>Tehran</td>
</tr>
<tr>
<td>13 -16 Nov. 17</td>
<td>Iran Autopart International Fair</td>
<td>Tehran</td>
</tr>
<tr>
<td>4-7 Dec. 17</td>
<td>Tech Expo China</td>
<td>China</td>
</tr>
<tr>
<td>7 Feb. 18</td>
<td>3rd New Delhi Automotive Summit 2018</td>
<td>New Delhi</td>
</tr>
<tr>
<td>Apr. 18</td>
<td>BSM in Morocco &amp; Ethiopia</td>
<td>Africa</td>
</tr>
<tr>
<td>1-3 May. 18</td>
<td>Automechanika Dubai</td>
<td>UAE</td>
</tr>
</tbody>
</table>
## International Activities – with funded support by MAI Scheme
### October 2017 – till date

<table>
<thead>
<tr>
<th>Date</th>
<th>Name Of Event</th>
<th>Venue</th>
</tr>
</thead>
<tbody>
<tr>
<td>23-25 May. 18</td>
<td>Group Participation at Automotive Engineering Exposition + Business Match Making, Yokohama, Japan</td>
<td>Japan</td>
</tr>
<tr>
<td>5-7 Jun. 18</td>
<td>Automechanika Birmingham, UK</td>
<td>UK</td>
</tr>
<tr>
<td>July. 18</td>
<td>Tech Expo with 3 OEM's In USA</td>
<td>USA</td>
</tr>
<tr>
<td>11-15 Sept. 18</td>
<td>Automechanika Frankfurt, Germany</td>
<td>Germany</td>
</tr>
<tr>
<td>20-27 Sept. 18</td>
<td>IAA Commercial Vehicles Show</td>
<td>Germany</td>
</tr>
<tr>
<td>October. 18</td>
<td>iAutoConnect 2018</td>
<td>India</td>
</tr>
<tr>
<td>30 Oct – 1 Nov. 18</td>
<td>AAPEX Show</td>
<td>USA</td>
</tr>
<tr>
<td>Nov. 18</td>
<td>Iran Autopart International Fair</td>
<td>Tehran</td>
</tr>
</tbody>
</table>
iAutoConnect 2017 – ACMA Reverse Buyers Sellers Meet


**Buyers**: Over 150 key buyers from 40 countries like Iran, Africa, Eastern Europe, CIS, ASEAN, West Asia, Japan, North America, LATAM etc.

**Indian Cos**: Over 100 components manufacturers' showcased 'made in India' aftermarket products, which served as a platform for the visiting delegation to get an insight into the growing capabilities of the Indian Auto Component Industry.
11th International Auto Parts Fair, Iran (16th Nov. to 19th Nov. 2016)
Over 552 Exhibitors from 17 countries vying for Indian aftermarket

GLIMPSES – ACMA Automechanika 2017
AWARDS

Recognizing Excellence

Export
Quality & Productivity
Technology
Manufacturing Excellence
ACMA AWARDS
TECHNICAL SERVICES

ACT – ACMA Center for Technology

Cluster programs:
SME/Foundation/
Advance/ Engineering/NPD
UNIDO (SME)

International
Technical Experts/ organize
Training by AOTS Japan

Interactions with
Standards-making Committees
/ Institutions

Productivity Cluster
Lean Manufacturing
Company Specific Interventions
# Exclusive cluster programs for enhancing competitiveness

<table>
<thead>
<tr>
<th>S.N.</th>
<th>Cluster</th>
<th>Type</th>
<th>Gross Sales turnover (Broad Guideline)*</th>
<th>Duration in Months</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>ACT SME Cluster</td>
<td>Basic</td>
<td>up to Rs. 35 Crores</td>
<td>12</td>
</tr>
<tr>
<td>2</td>
<td>ACT SME Advance Cluster</td>
<td>Advance</td>
<td>up to Rs. 35 Crores and Experience from any of above Or Achieved similar levels</td>
<td>12</td>
</tr>
<tr>
<td>3</td>
<td>ACT Foundation cluster</td>
<td>Foundation</td>
<td>up to Rs 50 Crores</td>
<td>24</td>
</tr>
<tr>
<td>4</td>
<td>ACT Advance Cluster</td>
<td>Lean</td>
<td>Experience from any of above Or Achieved similar levels</td>
<td>24</td>
</tr>
<tr>
<td>5</td>
<td>ACT Engineering Excellence Cluster</td>
<td>Engineering</td>
<td>Experience from any of above Or Achieved similar levels</td>
<td>24</td>
</tr>
<tr>
<td></td>
<td><strong>New Offerings</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>ACT NPD Cluster</td>
<td>R&amp;D</td>
<td>Interested Co's</td>
<td>24</td>
</tr>
</tbody>
</table>
ACMA / UNIDO/ DHI Partnership Program

Cluster program for Tier II / III for Performance Improvement

Cluster program on “Resource Efficiency & Cleaner Production”
Cluster of 8/9 companies would be formed.

12 month programme

Counselor visit (1 visit per month) to each cluster company

In house training inputs, shop-floor visits and home work for companies

Monthly Review Meeting at each cluster company (by rotation) along with benchmarking visits/expert inputs etc.
## ACMA/UNIDO/DHI Cluster programs for Tier II / III Companies for Performance Improvement

<table>
<thead>
<tr>
<th>Cluster</th>
<th>Type</th>
<th>Gross Sales turnover (Broad Guideline)</th>
<th>Duration in Months</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ACMA/UNIDO/DHI cluster programs for Tier II / III Companies for Performance Improvement</strong></td>
<td>Member Companies</td>
<td>Rs. 60,000/- Less than (&gt;) Rs. 10 crores per annum</td>
<td>12</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Rs. 90,000/- Between Rs. 10 crores – Rs. 20 crores per annum</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Rs. 1,20,000/- More than (&lt;) Rs. 20 crores per annum</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Non- Members Companies</td>
<td>Rs. 65,000/- Less than (&gt;) Rs. 10 crores per annum</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Rs. 95,000/- Between Rs. 10 crores – Rs. crores per annum</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Rs. 1,25,000/- More than (&lt;) Rs. 20 crores per annum</td>
<td></td>
</tr>
</tbody>
</table>
# Exclusive ACMA/UNIDO/DHI cluster programs on Resource Efficiency & Cleaner Production

<table>
<thead>
<tr>
<th>Cluster</th>
<th>Type</th>
<th>Gross Sales turnover (Broad Guideline)</th>
<th>Duration in Months</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACMA/UNIDO/DHI cluster programs on Resource Efficiency &amp; Cleaner Production</td>
<td>ACMA Members</td>
<td>Rs. 95,000/-</td>
<td>12</td>
</tr>
<tr>
<td></td>
<td>ACMA Non-Members</td>
<td>Rs. 1,15,000/-</td>
<td></td>
</tr>
</tbody>
</table>
## Average benefits to members from ACT Cluster Services

<table>
<thead>
<tr>
<th>S.N.</th>
<th>Parameters</th>
<th>Overall improvements</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Customer quality (PPM reduction)</td>
<td>90%</td>
</tr>
<tr>
<td>2</td>
<td>In-house rejection (PPM reduction)</td>
<td>50-60%</td>
</tr>
<tr>
<td>3</td>
<td>Inventory Turns (Achievement)</td>
<td>25 to 100</td>
</tr>
<tr>
<td>4</td>
<td>Productivity per man</td>
<td>Doubled</td>
</tr>
<tr>
<td>5</td>
<td>Safety (Accident free days)</td>
<td>&gt; 250</td>
</tr>
<tr>
<td>6</td>
<td>Breakdowns (Reductions)</td>
<td>80%</td>
</tr>
<tr>
<td>7</td>
<td>Space saving</td>
<td>30 to 50%</td>
</tr>
<tr>
<td>8</td>
<td>Lead time reduction</td>
<td>30 to 50%</td>
</tr>
<tr>
<td>9</td>
<td>Containerization</td>
<td>60 to 70%</td>
</tr>
<tr>
<td>10</td>
<td>Manufacturing cost (Reduction)</td>
<td>20%</td>
</tr>
</tbody>
</table>
ACT Cluster Companies benefitted till Jan 2017

Till Jan 2016 Total Companies : ACT 370 + UNIDO 225 = 595
ACMA Cluster programs: Scope

- Zero Waste to Zero Effect Company
- Lean Manufacturing to Total Lean Manufacturing *
- Zero Breakdown to 100% uptime
- Flow manufacturing to Air to Air Manufacturing
- Inventory management to Inventory less production
- Quality System to Zero Defect production & Delivery
- 5S Work Practices to Advance 5S Practices
- Total Employee Involvement to Empowerment
INTERACTING WITH GOVERNMENT AGENCIES

Interface with Central & State Governments

- Policy Formulation - Fiscal, Industrial, EXIM, Transport, Emission, ELV, Electric Vehicle and others
- Automotive Industrial Policies
- WTO, FTAs, PTAs and other Trade Policies
- Consumer Affairs/ Anti-Counterfeiting
ACMA represents in various Ministries/Departments, Government of India such as Department of Heavy Industry, Ministry of Road Transport, Ministry of Commerce & Industry, DGFT, Ministry of Finance, etc.

Participation at following illustrative Government bodies:

- Automotive Industry Standards Committee
- Automotive Research Association of India (ARAI)
- Bureau of Indian Standards (Transport Engineering Division)
- Central Motor Vehicles Rules-Technical Standing Committee
- Development Council for Automobiles and Allied Industries
- Development Council for the Machine Tool Industry
- Indo-German Joint working Group on Automotive Sector
- National Automotive Board
- National Automotive Testing and R&D Infrastructure Project (NATRIP)
- National Board for Electric Mobility
- WP 29 and Subsidiary Technical bodies of WP.29

Regular Interface with various industry/trade bodies such as SIAM, FICCI, CII, ARAI, IMTMA, ASDC and other member of Associations Councils of CII.
Automotive Mission Plan 2026: Aspirations

- Turnover ~ USD 200 billion
- Export ~ USD 80 billion
- Domestic Aftermarket ~ USD 32 billion
- Incremental employment 65 million

Additional ~ USD 80 billion investment need to realize AMP Goals
ACMA Industry Reports

- Indian Automotive Aftermarket Study

- Insights into Supplier-OEM Relationships – JD Power (2011)
- Capturing the global opportunity - the next Imperative for the Indian auto component Industry (2014)
- China Study (2014)
ACMA AWARDS - Exports, Quality & Productivity, Technology and Manufacturing Excellence

Participation in overseas fairs/ India Seminar to project the Capabilities of Indian Auto Component Industry

Regular briefings - National & International Media

Brand Building/ Image Promotion at Events
Services from the Regions

- Training Programs/Workshops/Conferences
  - Soft skills
    - Effective Communication skills
    - Leadership Development
  - Technical Skills
    - Six Sigma
    - TPM/TQM
    - Lean Manufacturing
    - Competitions - Quality Circles/ SMED/ Kaizen

- Business Development/ Interactions with thought leaders
  - Buyers-Sellers meets
  - Visits to OEMs

- Interaction with State Government/ Agencies
  - Addressing State/local policy issues
THE STRUCTURE

The ACMA Executive Committee:

Executive Committee, under the guidance of Past Presidents’ Council steers the Association’s Agenda.

The Executive Committee is led by the President.

All Administrative & Executive functions are overseen by the Director General.
COMMITTEES

Various Committees carry out the Agenda as set by the ACMA Executive Committee.

The following Committees have been set-up for 2017-18:

<table>
<thead>
<tr>
<th></th>
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<th></th>
<th>\hspace{2cm}</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>ACMA Centre for Technology</td>
<td>11.</td>
<td>Knowledge Partner Engagements</td>
</tr>
<tr>
<td>2.</td>
<td>ACMA Centre for Excellence</td>
<td>12.</td>
<td>Membership</td>
</tr>
<tr>
<td>3.</td>
<td>Aftermarket</td>
<td>13.</td>
<td>OEM Interface</td>
</tr>
<tr>
<td>4.</td>
<td>ASDC Interface</td>
<td>14.</td>
<td>Past Presidents’ council</td>
</tr>
<tr>
<td>5.</td>
<td>Defence and Railways</td>
<td>15.</td>
<td>Public Policy &amp; Govt. Affairs</td>
</tr>
<tr>
<td>7.</td>
<td>Finance</td>
<td>17.</td>
<td>Micro, Small &amp; Medium Enterprises</td>
</tr>
<tr>
<td>9.</td>
<td>HR, IR &amp; Skill Development</td>
<td>20.</td>
<td>Trade Fairs + Auto Expo</td>
</tr>
<tr>
<td>10.</td>
<td>Information Technology</td>
<td>22.</td>
<td>Young Business Leaders’ Forum (YBLF)</td>
</tr>
</tbody>
</table>
GLIMPSES OF COMMITTEE ACTIVITIES
OVERSEAS LINKAGES

ACMA has signed MOU with 37 Overseas Counterparts

Argentina, Brazil, Canada, Egypt, France, Germany, Hungary, Italy, Japan, Kazakhstan, Malaysia, Mexico, Nigeria, Pakistan, Russia, South Africa, South Korea, Spain Sri Lanka, Sweden, Taiwan, Thailand, Turkey, UK, USA and Uzbekistan.
SPECIAL SERVICES FOR SMES

- ACMA MoU with SIDBI to provide “Easy Access Credit Option” at a lower interest rate
- Interface with International Agencies such as GIZ, SES, Fraunhofer etc. for support
- MSME Ministry funded/subsidized projects/missions
- Opportunities for MSMEs with the Tier 1s through regular BSMs
- Visits to larger companies for best practices
CONCLUSION

ACMA: Enabling Make in India

- Conducive Policy formulation and Advocacy
- Building Manufacturing competence through ACT
- Exploring Markets – Nationally & Internationally
- Skilling through ASDC and Management Development through HR Forum
- Promoting R&D and New Product Development
ACMA OFFICES ACROSS INDIA

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E-mail: acmanr@acma.in

Pantnagar:
Ph : 07060508867

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Tel: 020-66061219  Fax: 020-66061220;
E-mail: acmawr@acma.in

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E-mail: acmawr@acma.in

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Mobile: 09334382530;  Fax: 0657-2230035
E-mail: acmaer@gmail.com; acmaer@acma.in

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Fax: 044-28330590.
E-mail: acmasr@acma.in

Bangalore :
Ph: 80-25702855;
Fax: 4093 9689
E-mail: acmakh@acma.in
Unique Single stop for all ACMA Information & its Services:
www.acma.in
A) ORDINARY MEMBER

1. The Company/Firm, operating in India and owning a factory, should be a MANUFACTURER OF AUTO COMPONENTS/AUTO ACCESSORIES.

   AND

2. The Company/Firm should HAVE COMPLETED COMMERCIAL PRODUCTION OF AUTO COMPONENTS/AUTO ACCESSORIES FOR A MINIMUM PERIOD OF 1 YEAR.

   AND

3. The Company/Firm should satisfy ANY ONE of the following conditions:
   a) Should be a direct supplier to one or more vehicle manufacturers in the country, including vehicle ordnance factories for vehicles produced by them (i.e.: Should be a Tier-1 supplier).
   b) Should be a direct supplier of auto components to one or more Tier-1 suppliers in the country [as per Tier-1 defined above] (i.e.: Should be a Tier-2 supplier of components or sub-assemblies to Tier-1 suppliers).
   c) Should have exported auto components/auto accessories, directly, to the extent of a minimum of 20 per cent of its total production each year, for the last 3 consecutive years.

ENTRANCE FEE: one-time payment.

<table>
<thead>
<tr>
<th></th>
<th>Amount</th>
<th>+ GST (@18%)</th>
<th>Total Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Large and Medium Units</td>
<td>Rs. 5,000/-</td>
<td>+ 9,00/-</td>
<td>5,900/-</td>
</tr>
<tr>
<td>Small Scale Units</td>
<td>Rs. 2,500/-</td>
<td>+ 4,50/-</td>
<td>2,950/-</td>
</tr>
<tr>
<td>Companies having turnover upto Rs. 1 crore</td>
<td>Rs. 1,000/-</td>
<td>+ 1,80/-</td>
<td>1,180/-</td>
</tr>
</tbody>
</table>

SU BSCRIPTION (Annual Fee) Defined Slabs as per Gross Sales Turnover
CRITERIA TO BECOME MEMBER

B) ASSOCIATE MEMBERS

1. The Company/Firm should HAVE COMPLETED ONE YEAR OF OPERATIONS IN INDIA AND

2. Companies/Firms based in India, having manufacturing operations in India, who are connected to the Automotive Industry as manufacturers/Job work of auto accessories, spare parts for the domestic aftermarket and companies providing IT, Logistics, Consultancy or Technical and Advisory Services, etc, from operations based in India, and who do not fulfil the basic criteria of Ordinary Membership are eligible to apply for Associate Membership. Vehicle/Engine manufacturers, traders and companies having only liaison/representative offices in India are not eligible.

OR

Companies/Firms based in India, having manufacturing operations in India, who are Manufacturers of Tools & Dies and Capital Goods, are eligible to apply for Associate Membership, but at least 30% of the business of the Company should be derived from the automotive Industry.

MEMBERSHIP RATES FOR ASSOCIATE MEMBERS

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
<th>GST (18%)</th>
<th>Total Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>ENTRANCE FEE:</td>
<td>Rs. 50,000/-</td>
<td>9,000/-</td>
<td>59,000/-</td>
</tr>
<tr>
<td>(This is a One-time fees and does not include the Annual Membership Subscription Fee)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>ANNUAL SUBSCRIPTION: FEES (Flat Rate)</td>
<td>Rs. 1,00,000/-</td>
<td>18,000/-</td>
<td>1,18,000/-</td>
</tr>
</tbody>
</table>
C) AFFILIATE MEMBER

1. Any Society, Association, Chamber of Industry or other not-for-profit Organisation, Trust etc. registered in India representing Manufacturing Industries, Service Providers, Suppliers, Customers, Dealers etc. of the Automotive Industry can apply for Affiliate Membership of the Association.

MEMBERSHIP RATES FOR AFFILIATE MEMBERS

<table>
<thead>
<tr>
<th></th>
<th>Amount</th>
<th>GST (@18%)</th>
<th>Total Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>ENTRANCE FEE</td>
<td>Rs. 6,000.00</td>
<td>Rs. 1080.00</td>
<td>Rs. 7,080.00</td>
</tr>
<tr>
<td>(This is exclusive of the Annual Subscription Fee and is a one-time payment)</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

ANNUAL SUBSCRIPTION FEES

<table>
<thead>
<tr>
<th></th>
<th>Amount</th>
<th>GST</th>
<th>Total Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Rs. 5,000.00</td>
<td>Rs. 900.00</td>
<td>Rs. 5,900.00</td>
</tr>
<tr>
<td>(Flat Rate for all members)</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Thank You!

For further information on ACMA & its Services Contact:

Mr. Harish Kapoor
Phone: +91 11 26160315
Email: harish.kapoor@acma.in